

## Message Text

UNCLASSIFIED

PAGE 01 GENOA 00324 240801Z  
ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 /030 W  
-----071058 240817Z /10

R 231100Z JUN 77  
FM AMCONSUL GENOA  
TO SECSTATE WASHDC 1962  
INFO USDOC WASHDC  
AMEMBASSY ROME  
AMCONSUL MILAN  
AMCONSUL FLORENCE  
AMCONSUL NAPLES  
AMCONSUL PALERMO  
AMCONSUL TRIESTE  
AMCONSUL TURIN  
AMEMBASSY TEHRAN

UNCLAS GENOA 0324

E.O. 11652: N/A  
TAGS: BEXP, IT, IR  
SUBJ: POSSIBLE TRADE OPPORTUNITIES RESULTING FROM IRANIAN  
SELECTION OF ITALIAN FIRM TO CONSTRUCT BANDAR ABBAS  
STEEL COMPLEX

REF: GENOA 0322 (NOTAL)

1. THROUGH THE TRADE OPPORTUNITY PROGRAM (REFTEL), WE INFORMED USDOC OF THE INTEREST OF MORTEO SOPREFIN, S.P.A. OF GENOA, IN ACQUIRING U.S. SOLAR ENERGY HEATING AND COOLING EQUIPMENT VALUED AT APPROXIMATELY DLR 1.2 MILLION, FOR INSTALLATION AT THE BANDAR ABBAS PROJECT IN IRAN IN WHICH MORTEO SOPREFIN IS A SUBCONTRACTOR. ITALIMPIANTI, ANOTHER GENOA-BASED COMPANY, WAS RECENTLY AWARDED THE CONTRACT TO DESIGN AND SUPERVISE CONSTRUCTION OF THE DLRS 550 MILLION BANDAR ABBAS STEEL COMPLEX.

2. BOTH MORTEO SOPREFIN AND ITALIMPIANTI ARE PART OF IRI S  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 GENOA 00324 240801Z

FINSIDER GROUP. (IRI - ISTITUTO PER LA RICOSTRUZIONE INDUSTRIALE, IS THE ITALIAN STATE-CONTROLLED HOLDING COMPANY.) UNDER THE TERMS OF ITS WINNING PROPOSAL, ITALIMPIANTI PLANS TO ENGAGE ITALIAN COMPANIES AND USE ITALIAN PRODUCTS TO THE MAXIMUM EXTENT IN CONSTRUCTION AND EQUIPPING THE BANDAR ABBAS FACILITIES. THERE WILL, HOWEVER, BE EXCELLENT OPPORTUNITIES FOR U.S. FIRMS TO SUPPLY SERVICES AND EQUIPMENT TO THE ITALIAN FIRMS WORKING ON THIS PROJECT.

WE THEREFOR, BELIEVE, THAT THE EXPEDITIOUS HANDLING OF MORTEO SOPREFIN'S REQUEST FOR INFORMATION ON U.S. SOLAR ENERGY EQUIPMENT WILL ENCOURAGE OTHER ITALIAN SUBCONTRACTORS ON THE BANDAR ABBAS AND OTHER MAJOR PROJECTS IN THIRD COUNTRIES TO USE THE COMMERCIAL SERVICES OF THE EMBASSY AND CONSTITUENT POSTS IN ITALY.

3. MORTEO SOPREFIN IS ALSO INTERESTED IN ENTERING INTO LICENSING AGREEMENTS FOR THE MANUFACTURE OF EQUIPMENT AND APPARATUS FOR SOLAR AND WIND-POWERED ENERGY AND HEAT PRODUCTION. A MORTEO SOPREFIN OFFICIAL RECENTLY INFORMED US THAT HIS FIRM IS SEARCHING FOR NEW PRODUCTS TO MANUFACTURE UNDER LICENSE AS A MEANS OF REVIVING PRODUCTION IN SOME OF THE FINANCIALLY-AILING FACILITIES OF THE GOVERNMENT-CONTROLLED EGAM AND GEPI GROUPS. INTERESTED U.S. MANUFACTURERS MAY OBTAIN FURTHER DETAILS BY WRITING TO:  
MR. MAURO CERRI, MANAGER, MORTEO SOPREFIN, S.P.A.,  
CORSO A. PODESTA 8, I-16128 GENOA, ITALY (TELEX 27570#  
CABLE: MORTEOSOPREFIN-GENOA# PHONE: 010/593261.DI SCIULLO

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 23-Jun-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977GENOA00324  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770226-0106  
**Format:** TEL  
**From:** GENOA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770628/aaaaaxsw.tel  
**Line Count:** 79  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 775a6078-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 GENOA 322  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 01-Nov-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2059476  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** POSSIBLE TRADE OPPORTUNITIES RESULTING FROM IRANIAN SELECTION OF ITALIAN FIRM TO CONSTRUCT BANDAR ABBAS STEEL COMPLEX  
**TAGS:** BEXP, IT, IR  
**To:** STATE  
**Type:** TE  
**vdkgvkey:** odbc://SAS/SAS.dbo.SAS\_Docs/775a6078-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009